



September 9, 2016

Southwest Construction and Property Management  
James Gardner  
1213 San Mateo Ave  
San Bruno, CA 94066

RE: 450GG Infrastructure Construction  
Solicitation # GS-09P-16-KT-C-7006  
Philip J. Burton Federal Building and U.S. Courthouse  
Debrief

Dear Mr. Gardner,

The General Services Administration (GSA) is in receipt of your representative's email requesting a debrief dated September 2, 2016, regarding award of the above referenced contract. This letter shall serve as your firm's debriefing in accordance with the rules set forth in the Federal Acquisition Regulations ("FAR") Part 15.506, Postaward Debriefing of Offerors. This letter will only contain information that the Contracting Officer is allowed to disclose by regulation.

The GSA evaluated proposals strictly following the criteria set forth in the Request For Proposals ("RFP"). As stated in the RFP, non-price factors, when combined, are more important than Total Evaluated Price. The Source Selection for this procurement was made using the Best Value tradeoff process. The selection represents the best value to the Government. This process permits tradeoffs among cost or price and non-cost factors and allows the Government to accept other than the lowest priced proposal and therefore provides the best value to the Government.

Two offers were received in response to the RFP. Proposals were received and evaluated and award was made in accordance with the solicitation instruction and the following specific evaluation criteria, listed in descending order of importance:

- Factor 1 – Experience on Similar Projects
- Factor 2 – Experience of Key Personnel
- Factor 3 – Past Performance on Similar Projects
- Factor 4 – Small Business Subcontracting Plan

The GSA noted no significant weaknesses in your proposal, in accordance with the selection criteria stated in the RFP.

The Total Evaluated Price of the successful Offeror, Abide International, was \$14,998,497.00 and their rating was a solid "Very Good". Southwest's rating was on the lower end of "Very Good". No additional past performance information for Southwest was considered than what was submitted in their proposal.

The rationale for award was based on non-price factors, when combined, being more important than Total Evaluated Price. The award was based on the determination that the best value to the Government was achieved by selecting other than the lowest price proposal in favor of significant technical strengths. Namely, Abide's experience on similar projects and past performance all contributed to the award decision and merit the additional cost.

Thank you for your participation in this solicitation, and I welcome you to respond to any future solicitation as you see fit.

Sincerely,

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Wesley Lau  
Contracting Officer  
GSA, PBS, Acquisition Management Division